

Meet The Team

Richard Hamilton
Proposition Director

One.
Financial
Solutions



About me

I have a long career in financial services having joined the industry in 1987. My first roles were predominantly on the sales side but, with the wealth of experience and understanding that that brings, I've become progressively more involved in team leadership since 2010.

Career highlights are many and varied and include working for HSBC in a variety of roles for 23 years, although mostly giving financial advice in a client-facing capacity; as an area manager for Lloyds TSB; a relationship director for first, Lloyds Private Banking, and then, Schroders Personal Wealth, and, most recently, working as head of adviser development for Trowlock Wealth Management.

I joined One Financial Solutions in January 2024. One of the attractions of joining was that our values are very much aligned – it's a great opportunity to put into place everything I've learnt during my career.

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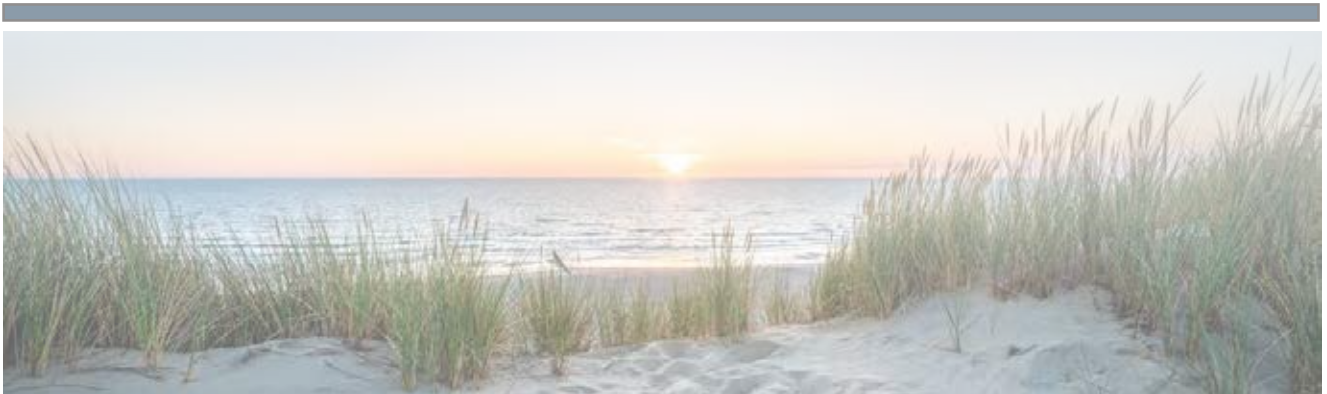
My experience

I've provided frontline advice throughout retail and commercial financial services and have become adept at building those all-important client relationships. Apart from providing the opportunity to fully understand and appreciate a client's needs, they act as the glue which holds everything together.

My hands-on involvement over the last 35 years has provided me with tremendous personal experience of companies, markets and products, an understanding of how the industry operates and an empathy with its clients. This has enabled me to gain a real insight into how clients perceive the world of financial services, and this helps me to share my experiences with the team.

The importance of client empathy has been demonstrated to me time and again throughout my career and is something I champion, not only from a personal perspective, but also within the teams I lead and mentor.

I'm well known for setting high standards both for myself and my team. I thrive at working at the level needed to meet these standards, and work to help my team to perform at the same level by building and maintaining a compassionate, knowledgeable, creative and sociable environment within which my team and its clients can thrive.



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